

DIER/P01-76



100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME
OF ~~MINORITY~~ PRIME CONTRACT AWARDS

FISCAL YEAR 1976

DEPARTMENT OF DEFENSE
OASD (COMPTROLLER)
DIRECTORATE FOR INFORMATION OPERATIONS
AND CONTROL

AD-A150272

**100 LARGEST DEFENSE CONTRACTORS
AND THEIR SUBSIDIARY CORPORATIONS**

FISCAL YEAR 1976

**ISSUED ANNUALLY BY
DEPARTMENT OF DEFENSE
OASD (COMPTROLLER)
DIRECTORATE FOR INFORMATION OPERATIONS
AND CONTROL
22 November 1976**

100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS
LISTED ACCORDING TO NET VALUE OF MILITARY
PRIME CONTRACT AWARDS

FISCAL YEAR 1976

Department of Defense military prime contract awards of \$10,000 or more for research and development, services, construction, and supplies and equipment awarded during fiscal year 1976 totaled \$42.0 billion, \$1.1 billion more than in fiscal year 1975. Large awards for aircraft, missile and space systems, electronics and communication equipment, and ships which are dominated by large contractors resulted in 69.0% of total procurement being awarded to 100 companies which, together with their subsidiaries, received the largest dollar volume of prime contracts of \$10,000 or more.

The top 100 companies received \$28.9 billion in defense prime contracts during fiscal year 1976 or 69.0% of the \$42.0 billion awarded to all companies. In fiscal year 1975, the top 100 companies received \$27.1 billion or 66.3% of the volume of all awards. The table shows that the first five companies received 19.1% of the total received by all companies in fiscal year 1976, compared with 19.0% during fiscal year 1975. The largest company in fiscal year 1976 received awards totaling almost \$2.5 billion compared with \$2.1 billion for the largest company in fiscal year 1975. To get on the list in fiscal year 1976 required \$42 million in awards, as opposed to \$44 million in fiscal year 1975.

PERCENT OF TOTAL

<u>COMPANIES</u>	<u>FY 1973</u>	<u>FY 1974</u>	<u>FY 1975</u>	<u>FY 1976</u>
1st	5.1%	5.2%	5.1%	5.9%
2nd	4.3	4.1	3.8	3.6
3rd	3.7	3.7	3.4	3.5
4th	3.5	3.4	3.4	3.2
5th	2.8	3.3	3.3	2.9
1-5	19.4%	19.7%	19.0%	19.1%
6-10	11.2	12.3	13.1	12.3
11-25	16.5	16.4	14.8	17.0
1-25	47.1%	48.4%	46.9%	48.4%
26-50	10.1	10.3	10.8	11.7
51-75	5.7	5.4	5.5	5.5
76-100	3.2	3.1	3.1	3.4
1-100	66.1%	67.2%	66.3%	66.0%

Thirteen contractors who did not appear on the list last year are among the top 100 companies this year. Of these, one appears in position 24, one in position 31, one in position 42, and the balance between positions 52 and 100.

Companies Listed in FY 1976
But Not in FY 1975

Beech Aircraft Corp.
Bethlehem Steel Corp.
Blake Construction Co., Inc.
Briscoe Frank Co., Inc.
City Investing Co.
Congoleum Corp.
Hewlett Packard Co.
Kaiser Industries Corp.
Morrison-Knudsen Co., Inc.
Saturn Airways, Inc.
Sun Co., Inc.
Todd Shipyards Corp.
Webb Del E. Corp.

Companies Listed in FY 1975
But Not in FY 1976

Ashland Oil, Inc.
Caterpillar Tractor Co.
Clabir Corp.
Continental Oil Co.
National Presto Industries, Inc.
Morris Industries
Ogden Corp.
Shell Oil Co.
System Development Corp.
Towne Realty Woerfel Corp., ETAL, JV
Uniroyal, Inc.
Vinnell Corp.
Xerox Corp.

Of the 87 companies appearing on the list in both fiscal year 1975 and fiscal year 1976, 37 advanced their position, 47 are in a lower position, and 3 showed no change. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

The dollar volume of DoD prime contracts awarded to McDonnell Douglas Corp. increased by nearly \$1.1 billion over fiscal year 1975. This was the largest dollar change occurring and moved this company up in rank from fourth position in fiscal year 1975 to first place in fiscal year 1976. Other companies with large dollar volume increases were: Northrop Corp., Tenneco, Inc., FMC Corp., and Rockwell International Corp. Contract awards to Northrop Corp., which went from twelfth to third place increased by \$860 million while each of the other aforementioned companies increased by \$526 million, \$273 million, and \$234 million respectively.

In addition to McDonnell Douglas Corp., other companies with major position changes were: Harsco Corp. which went from 61st place to 37th; FMC Corp. from 40th to 18th; Pacific Corp. from 64th to 44th; Gould, Inc. from 53rd to 91st; Dupont E. I. De Nemours & Co. from 57th to 83rd; Santa Fe Engineers, Inc. from 43rd to 68th; and Titan Group, Inc. from 47th to 72nd.

Other changes concerning companies on the fiscal year 1976 list were the name changes of LTV Aerospace Corp. to Vought Corp., and Bath Industries, Inc. to Congoleum Corp.

Although the contract work of many companies on the list include more than one procurement category, each company has been assigned in the following table to the procurement category that accounts for its largest dollar volume of defense awards; for example, International Telephone and Telegraph Corp. is a multi-industry company producing electronic and communications equipment, and industrial and consumer products. For this table it is assigned to "Electronics", the procurement category accounting for its largest dollar volume of DoD contract awards. On this basis, companies producing "Aircraft" and "Ships" each increased by four, while companies producing "Tank Automotive, Ammunition, and Electronics" each decreased by three.

<u>Procurement Category</u>	<u>Number of Companies</u>		
	<u>FY 1975</u>	<u>FY 1976</u>	<u>Change</u>
Aircraft	14	18	+4
Missiles	12	14	+2
Ships	4	8	+4
Tank Automotive	7	4	-3
Ammunition	11	8	-3
Electronics	20	17	-3
Services	11	10	-1
Construction	4	6	+2
Petroleum	15	13	-2
Subsistence	1	1	-
All Other	1	1	-

During fiscal year 1976, seven companies received prime contract awards totaling \$1 billion or more. Of the companies in this group, Northrop Corp. showed the most significant change from last year, moving up from twelfth to third position. The seven companies and a brief description of their work being performed for the DoD are as follows:

McDonnell Douglas Corp., in fourth place last year, heads the list this year with \$2.5 billion, or 5.9% of the total. This was an increase of almost \$1.1 billion from fiscal year 1975. Major contracts were for the F-15 Eagle, F-4 Phantom, A/TA-4 Skyhawk aircraft, Dragon and Harpoon missiles and R&D for Site Defense, and the F-18 Fighter Prototype.

Lockheed Aircraft Corp., in first place last year, moved to second position this year with \$1.5 billion, or 3.6% of the total. This was a decrease of \$570 million from fiscal year 1975. Major contracts were for the Trident, Poseidon and Polaris missiles, S-3 Viking, C-130 Hercules, P-3 Orion aircraft, and space vehicles.

Northrop Corp., in twelfth place last year, moved to third position this year as the volume of contracts awarded rose by \$860 million. Total awards received by this company during fiscal year 1975 amounted to \$620 million or 1.5% of the total. Major contracts were for the F-5 Freedom Fighter, electronic equipment for the F-15 Eagle, Hawk missile, R&D for the advanced ICBM, and other operational systems development.

General Electric Co., in seventh place during fiscal year 1975, rose to fourth place this year with awards of \$1,347 million or 3.2% of the total. Major awards were for the J-85 turbojet and TF-34 turbofan engines, Trident and Poseidon missiles, and R&D for the Utility Tactical Transport Aircraft System (UTTAS).

United Technologies Corp. moved from third to fifth place as contracts received in fiscal year 1976 were \$174 million less than in fiscal year 1975. The company's major contracts were for the F-100, TF-30, TF-33, and J-57 and the J-75 aircraft engines.

Boeing Co., in second place during fiscal year 1975, dropped to sixth place this year when awards decreased by \$385 million. Major defense contracts were for the Air Warning & Control System (AWACS), Minuteman missile, B-52 Stratofortress, B-1, Airborne Command Post, and the Advanced Medium STOL Transport Prototype.

General Dynamics Corp., in sixth place last year, received the seventh largest volume of awards with \$1.1 billion or 2.6% of the total in fiscal year 1976. However, this was a \$216 million decrease from last year's awards. During this year, contracts included the Trident missile system, nuclear submarines, R&D for the Strategic Cruise Missile, and guided missile launching devices.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1976

RANK	PARENT COMPANY	RANK	PARENT COMPANY
84.	A T O, INC	11.	HUGHES AIRCRAFT CO
66.	AEROSPACE CORP (N)	38.	INTERNATIONAL BUSINESS MACHINES CO
90.	ALGERNON BLAIR INC	29.	INTERNATIONAL TELEPHONE + TEL CORP
34.	AMERADA MESS CORP	55.	JOHNS HOPKINS UNIVERSITY (N)
46.	AMERICAN MOTORS CORP	52.	KAISER INDUSTRIES CORP
17.	AMERICAN TELEPHONE + TELEGRAPH CO	69.	KIDDE WALTER + CO INC
79.	ATLANTIC RICHFIELD CO	23.	L T V CORP
65.	AUTOMATION INDUSTRIES, INC	86.	LEAR SIEGLER INC
56.	AVCO CORP	9.	LITTON INDUSTRIES, INC
76.	BEECH AIRCRAFT CORP	2.	LOCKHEED AIRCRAFT CORP
40.	BENDIX CORP	100.	LORAL CORP
71.	BETHLEHEM STEEL CORP	32.	MARTIN MARIETTA CORP
82.	BLAKE CONSTRUCTION CO INC	60.	MASSACHUSETTS INSTITUTE TECHNOLOGY (N)
6.	BOEING CO	1.	MCDONNELL DOUGLAS CORP
74.	BRISCOE FRANK CO INC	93.	MITRE (THE) CORP (N)
88.	BURROUGHS CORP	35.	MOBIL CORP
62.	CHAMBERLAIN MFG CORP	42.	MORRISON-KNUDSEN CO, INC
77.	CHARLES STARK DRAPER LABS INC (N)	63.	MOTOROLA INC
16.	CHRYSLER CORP	59.	NORTH AMERICAN PHILIPS CORP
95.	CITY INVESTING CO	3.	NORTHROP CORP
85.	COASTAL STATES GAS CORP	44.	PACIFIC RESOURCES INC
98.	COMPUTER SCIENCES CORP	53.	PAN AMERICAN WORLD AIRWAYS INC
31.	CONGOLEUM CORP	89.	PROCTOR + GAMBLE CO
47.	CONTROL DATA CORP	22.	R C A CORP
73.	CUTLER-MAMMER, INC	12.	RAYTHEON CO
78.	DAY + ZIMMERMAN INC	45.	REYNOLDS (RJ) INDUSTRIES, INC
83.	DUPONT E I DE NEMOURS + CO	18.	ROCKWELL INTERNATIONAL CORP
51.	E SYSTEMS, INC	67.	SANDERS ASSOCIATES INC
70.	EASTMAN KODAK CO	68.	SANTA FE ENGINEERS INC
75.	EMERSON ELECTRIC CO	99.	SATURN AIRWAYS INC
33.	EXXON CORP	58.	SIGNAL COMPANIES INC (THE)
18.	F M C CORP	38.	SINGER CO
36.	FAIRCHILD INDUSTRIES, INC	14.	SPERRY RAND CORP
27.	FORD MOTOR CO	28.	STANDARD OIL CO OF CALIF
7.	GENERAL DYNAMICS CORP	54.	STANDARD OIL OF INDIANA
4.	GENERAL ELECTRIC CO	87.	SUN CO INC
92.	GENERAL FOODS CORP	81.	SVERDRUP + PARCEL + ASSOCS INC
21.	GENERAL MOTORS CORP	26.	T R W INC
39.	GENERAL TELEPHONE + ELECTRONICS CORP	25.	TELEDYNE INC
50.	GENERAL TIRE + RUBBER CO	13.	TENNECO INC
49.	GOODYEAR TIRE + RUBBER CO	94.	TESORO PETROLEUM CORP
91.	GOULD, INC	43.	TEXACO INC
8.	GRUMMAN CORP	41.	TEXAS INSTRUMENTS INC
48.	GUAM OIL + REFINING CO INC	20.	TEXTRON INC
80.	GULF OIL CORP	57.	THIokol CORP
64.	HARRIS CORP	72.	TITAN GROUP INC
37.	MARSCO CORP	24.	TODD SHIPYARDS CORP
61.	MERCULES, INC	5.	UNITED TECHNOLOGIES CORP
97.	HEWLETT PACKARD CO	96.	WEBB DEL E CORP
19.	HONEYWELL INC	15.	WESTINGHOUSE ELECTRIC CORP

(N) EDUCATIONAL OR OTHER NONPROFIT INSTITUTION.

100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF MILITARY PRIME CONTRACT AWARDS

FISCAL YEAR 1976
(1 JULY 1975 - 30 JUNE 1976)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
	TOTAL a/	\$41,976,122 *****	100.00	100.00
	TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES b/	28,940,541 *****	69.95	69.95
1.	MCDONNELL DOUGLAS CORP	2,464,563	5.87	5.87
2.	LOCKHEED AIRCRAFT CORP	590,552		
	LOCKHEED ELECTRONICS CO, INC	33,819		
	LOCKHEED MISSILES + SPACE CO INC	885,172		
	MURDOCK MACHINE + ENGR CO OF TEXAS	302		
	TOTAL	1,509,845	3.63	9.47
3.	NORTHROP CORP	1,441,612		
	NORTHROP WORLDWIDE ACFT SVCS INC	38,460		
	PAGE COMMUNICATIONS ENGINEERS INC	110		
	TOTAL	1,480,182	3.53	13.00
4.	GENERAL ELECTRIC CO	1,345,321		
	GENERAL ELECTRIC TECH SVC CO INC	262		
	INTERMAGNETICS GENERAL CORP	141		
	MANAGEMENT + TECHNICAL SERVICES CO	1,201		
	TOTAL	1,346,925	3.21	16.21
5.	UNITED TECHNOLOGIES CORP	1,229,620		
	ESSEX INTERNATIONAL, INC	187		
	OTIS ELEVATOR CO	347		
	PRATT + WHITNEY AIRCRAFT OF MVA	2,862		
	TERMINAL COMMUNICATIONS, INC	99		
	TOTAL	1,233,115	2.94	19.15
6.	BOEING CO	1,020,829		
	BOEING COMPUTER SERVICES INC	3,493		
	BOEING INTL CORP	7,202		
	BOEING SERVICES INTERNATIONAL INC	20,065		
	BOEING VERTOL CO	124,763		
	TOTAL	1,176,346	2.80	21.95
7.	GENERAL DYNAMICS CORP	1,064,545		
	DATAGRAPHIX GMBH	20		
	STROMBERG CARLSON CORP	3,085		
	STROMBERG DATAGRAPHIX, INC	5,328		
	TOTAL	1,072,978	2.56	24.51
8.	GRUMMAN CORP	39,826		
	GRUMMAN AEROSPACE CORP	941,746		
	GRUMMAN DATA SYSTEMS CORP	454		
	TOTAL	982,026	2.34	26.85

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
9.	LITTON INDUSTRIES, INC	16,614		
	LITTON BIONETICS INC	215		
	LITTON BUSINESS SYSTEMS, INC	243		
	LITTON EDUCATIONAL PUB CO, INC	24		
	LITTON INDUSTRIAL PRODUCTS INC	90		
	LITTON PRECISION PRODS INTL INC	222		
	LITTON SYSTEMS INC	960,658		
	MONROE BUSINESS EQUIPMENT CO INC	32		
	MONROE CALCULATING CO	88		
	MONROE INTERNATIONAL INC	39		
	TOTAL	978,225	2.33	29.18
10.	ROCKWELL INTERNATIONAL CORP	965,941		
	ADMIRAL CORP	13		
	TOTAL	965,954	2.30	31.48
11.	HUGHES AIRCRAFT CO	860,770		
	HUGHES RESEARCH LABS.	864		
	SANTA BARBARA RESEARCH CENTER	12,728		
	SUMMA CORP	36,535		
	TOTAL	910,897	2.17	33.65
12.	RAYTHEON CO	766,021		
	IOWA MFG CO OF CEDAR RAPIDS IOWA	65		
	LORAC SERVICE CORP	39		
	MACHLETT LABORATORIES INC	1,041		
	RAYTHEON EDUCATIONAL SYSTEMS CO	5,420		
	RAYTHEON EUROPE ELECTRONICS CO	316		
	RAYTHEON GULF SYSTEMS CO	966		
	RAYTHEON SERVICE CO	9,580		
	UNITED ENGINEERS + CONSTRUCTORS	995		
	TOTAL	784,443	1.87	35.52
13.	TENNECO INC			
	CASE (JI) CO	11,440		
	CASE POWER + EQUIPMENT LTD	218		
	DROTT MFG CORP	10		
	GAS EQUIPMENT ENGRS, INC	355		
	NEWPORT NEWS SHIPBLD + DRY DOCK CO	755,562		
	TENNECO CHEMICALS, INC	169		
	TOTAL	767,754	1.83	37.35
14.	SPERRY RAND CORP	505,204		
	SPERRY ELECTRO COMPONENTS	23		
	SPERRY FLIGHT SYSTEMS	284		
	SPERRY MARINE SYSTEMS	24		
	TOTAL	505,535	1.20	38.55
15.	WESTINGHOUSE ELECTRIC CORP	480,064		
	THERMO KING CORP	41		
	URBAN SYSTEMS DEV CORP	1,618		
	WEDCO CORP	11		
	WESTINGHOUSE ELECTRIC SUPPLY CO	519		
	WESTINGHOUSE LEARNING CORP	151		
	TOTAL	482,484	1.15	39.70
16.	CHRYSLER CORP	461,563		
	CHRYSLER OUTBOARD CORP	6,959		
	CHRYSLER SIMCA	18		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
16.	CHRYSLER CORP	-----		
	TOTAL	468,540	1.12	40.82
17.	AMERICAN TELEPHONE & TELEGRAPH CO	252,422		
	AMERICAN BELL INTERNATIONAL INC	23,105		
	BELL TELEPHONE CO OF PA	26		
	CHESAPEAKE & POTOMAC TEL CO OF DC	23,437		
	ILLINOIS BELL TEL CO	234		
	INDIANA BELL TEL CO, INC	135		
	MICHIGAN BELL TEL CO	274		
	MOUNTAIN BELL TELEPHONE CO	4,950		
	NEW ENGLAND TEL & TEL CO	1,421		
	NEW JERSEY BELL TELEPHONE CO	413		
	NEW YORK TELEPHONE CO	612		
	NORTHWESTERN BELL TELEPHONE CO	654		
	OHIO BELL TELEPHONE CO	889		
	PACIFIC NORTHWEST BELL TELEPHONE	328		
	PACIFIC TELEPHONE & TELEGRAPH CO	2,988		
	SOUTH CENTRAL BELL TEL CO	1,870		
	SOUTHERN BELL TELEPHONE & TELEGRPH	2,773		
	SOUTHWESTERN BELL TELEPHONE	4,012		
	TELETYPE CORP	5,481		
	WESTERN ELECTRIC CO INC	121,058		
	TOTAL	447,892	1.06	41.88
18.	F M C CORP	417,773	1.00	42.88
19.	MONEYWELL INC	339,706		
	MONEYWELL INFORMATION SYSTEMS, INC	45,957		
	MONEYWELL MEDICAL SYSTEMS	11		
	TOTAL	385,674	0.92	43.80
20.	TEXTRON INC	348,933		
	BELL HELICOPTER INTL INC	22,805		
	TOTAL	371,738	0.89	44.69
21.	GENERAL MOTORS CORP	345,179	0.82	45.51
22.	R C A CORP	301,080		
	BANQUET FOODS CORP	89		
	CORONET INDUSTRIES, INC	13		
	HERTZ CORP	15		
	MADISON FURNITURE INDUSTRIES	173		
	R C A ALASKA COMMUNICATIONS INC	8,139		
	R C A GLOBAL COMMUNICATIONS, INC	20,659		
	RANDOM HOUSE, INC	29		
	SPELBY WILLIAMS INDUSTRIES, INC	205		
	TOTAL	330,402	0.79	46.39
23.	L T V CORP	825		
	JONES & LAUGHLIN STEEL CORP	379		
	KENTRON HAWAII LTD	22,783		
	VOUGHT CORP	277,647		
	WILSON & CO INC	14,284		
	TOTAL	315,838	0.75	47.05

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
24.	TODD SHIPYARDS CORP DESIGNERS + PLANNERS, INC	313,105 875		
	TOTAL	313,980	0.75	47.80
25.	TELEDYNE INC	27,729		
	ELECTRO DEVELOPMENT CO	10		
	MICRONETICS INC	12		
	ORDNANCE SPECIALTIES INC	256		
	TELEDYNE BATTERY PRODUCTS	3,707		
	TELEDYNE BROWN ENGINEERING	9,673		
	TELEDYNE C A E	27,943		
	TELEDYNE CAMERA SYSTEMS	514		
	TELEDYNE CONTROLS	563		
	TELEDYNE CRYSTALONICS	26		
	TELEDYNE ELECTRONICS	6,502		
	TELEDYNE FIRTH STERLING INC	2,154		
	TELEDYNE GEOTECH	99		
	TELEDYNE HASTINGS RAYDIST	1,899		
	TELEDYNE HYDRA POWER	874		
	TELEDYNE INDUSTRIES, INC	203,320		
	TELEDYNE ISOTOPIES	1,289		
	TELEDYNE KINETICS	102		
	TELEDYNE M E C	5,815		
	TELEDYNE MCCORMICK SELPH	66		
	TELEDYNE MICROWAVE	10		
	TELEDYNE MID AMERICA CORP	79		
	TELEDYNE NECSMO	2,502		
	TELEDYNE PINES	13		
	TELEDYNE REPUBLIC MFG	285		
	TELEDYNE SPRAGUE ENGINEERING	632		
	TELEDYNE TAC	11		
	TELEDYNE TELEMETRY CO	28		
	TELEDYNE THERMATICS	54		
	TELEDYNE WISCONSIN MOTOR	117		
	TOTAL	296,284	0.71	48.51
26.	T R W INC	288,669		
	AERTECH INDUSTRIES	306		
	DE LEUW CATHER + CO	101		
	RAMSEY CORP	33		
	T R W COLORADO ELECTRONICS, INC	2,421		
	TOTAL	291,530	0.69	49.20
27.	FORD MOTOR CO	5,581		
	AERONUTRONIC FORD CORP	279,836		
	TOTAL	285,417	0.68	49.88
28.	STANDARD OIL CO OF CALIF	127,012		
	CALTEX ASIA LTD C/	142		
	CALTEX ENGINEERING CO C/	639		
	CALTEX NEW ZEALAND, INC C/	31		
	CALTEX OIL PRODUCTS CO C/	104,641		
	CALTEX OIL THAILAND LTD C/	27		
	CALTEX OVERSEAS LTD C/	439		
	CALTEX PHILIPPINES INC C/	41		
	CHEVRON ASPHALT CO	560		
	CHEVRON CHEMICAL CO	127		
	CHEVRON INTERNATIONAL OIL CO, INC	522		
	CHEVRON OIL CO	46,756		
	TOTAL	280,937	0.67	50.55

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
29.	INTERNATIONAL TELEPHONE + TEL CORP	85,415		
	FEDERAL ELECTRIC CORP	40,129		
	I T T AEROSPACE CONTROLS	10		
	I T T ARTIC SERVICES, INC	71,669		
	I T T BARTON	1,863		
	I T T CONTINENTAL BAKING CO	3,353		
	I T T ELECTRO PHYSICS LABORATORIES	883		
	I T T GENERAL CONTROLS, INC	230		
	I T T GILFILLAN INC	38,223		
	I T T GRINNELL CORP	29		
	I T T GWALTNEY INC	2,806		
	I T T HAMMEL DAHL CONCFLOW	36		
	I T T HARPER, INC	726		
	I T T JENNINGS	124		
	I T T SEMICONDUCTORS, INC	21		
	I T T SHERATON CORP OF AMERICA	767		
	I T T TECHNICAL SERVICES INC	288		
	I T T TELECOMMUNICATIONS	42		
	I T T THOMPSON INDUSTRIES, INC	239		
	I T T WORLD COMMUNICATIONS, INC	12,240		
	J C C PUMP CO INC	886		
	TOTAL	259,979	0.62	51.17
30.	INTERNATIONAL BUSINESS MACHINES CO	255,722		
	I B M DEUTSCHLAND GMBH	147		
	SCIENCE RESEARCH ASSOCIATES INC	22		
	TOTAL	255,891	0.61	51.78
31.	CONGOLEUM CORP			
	BATH IRON WORKS CORP	250,301		
	TOTAL	250,301	0.60	52.38
32.	MARTIN MARIETTA CORP	246,878		
	MARTIN MARIETTA ALUMINUM INC	1,788		
	TOTAL	248,666	0.59	52.97
33.	EXXON CORP	203,005		
	ESSO A G	31,348		
	ESSO ITALIANA S P A	7,977		
	ESSO PETROL CO LTD	28		
	ESSO STANDARD OIL CO S A	2,557		
	ESSO STANDARD THAILAND LTD	53		
	EXXON RESEARCH + ENGINEERING CO	139		
	TOTAL	244,804	0.58	53.55
34.	AMERADA HESS CORP	21,428		
	HESS OIL VIRGIN ISLANDS CORP	222,171		
	TOTAL	243,599	0.58	54.13
35.	MOBIL CORP			
	CONTAINER CORP OF AMERICA	1,114		
	MOBIL OIL CORP	239,518		
	MOBIL OIL TURK AS	75		
	TOTAL	240,707	0.57	54.70
36.	FAIRCHILD INDUSTRIES, INC	225,906		
	AMERICAN SATELLITE CORP	917		
	TOTAL	226,823	0.54	55.24

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
37.	MARSCO CORP	198,844	0.47	55.71
38.	SINGER CO	186,364		
	M R B SINGER, INC	4,709		
	M + M COMPUTER INDUSTRIES INC	270		
	SINGER COMPUTER GMBH	46		
	SOCIETY FOR VISUAL EDUCATION, INC	13		
	TOTAL	191,402	0.46	56.17
39.	GENERAL TELEPHONE + ELECTRONICS CORP	39		
	G T E AUTOMATIC ELECTRIC INC	715		
	G T E INFORMATION SYSTEMS, INC	5,148		
	G T E LABORATORIES, INC	225		
	G T E LENKURT, INC	234		
	G T E SYLVANIA INC	171,922		
	GENERAL TELEPHONE CO OF FLORIDA	317		
	GENERAL TELEPHONE CO OF SOUTHEAST	608		
	GENERAL TELEPHONE CO OF SOUTHWEST	347		
	HAWAIIAN TELEPHONE CO	10,149		
	WESTERN GOLD + PLATINUM CO	59		
	TOTAL	189,763	0.45	56.62
40.	BENDIX CORP	152,079		
	BENDIX AUTOLITE CORP	1,555		
	BENDIX FIELD ENGINEERING CORP	8,031		
	BENDIX NATIONAL ENVIR INSTR INC	12		
	FRAM CORP	91		
	TOTAL	161,768	0.39	57.01
41.	TEXAS INSTRUMENTS INC	156,778	0.37	57.38
42.	MORRISON-KNUDSEN CO, INC	57,549		
	FERGUSON (M K) CO	1,312		
	NATIONAL STEEL + SHIPBUILDING CO <u>d/</u>	95,892		
	TOTAL	154,753	0.37	57.75
43.	TEXACO INC	763		
	CALTEX ASIA LTD <u>c/</u>	141		
	CALTEX ENGINEERING CO <u>c/</u>	638		
	CALTEX NEW ZEALAND, INC <u>c/</u>	31		
	CALTEX OIL PRODUCTS CO <u>c/</u>	104,641		
	CALTEX OIL THAILAND LTD <u>c/</u>	26		
	CALTEX OVERSEAS LTD <u>c/</u>	439		
	CALTEX PHILIPPINES INC <u>c/</u>	41		
	DEUTSCHE TEXACO VERKAUF GMBH	3,523		
	JEFFERSON CHEMICAL CO INC	2,475		
	TEXACO EXPORT INC	32,751		
	TEXACO GREEK PETROLEUM CO S A	34		
	TEXACO LTD (UK)	332		
	TOTAL	145,895	0.35	58.10
44.	PACIFIC RESOURCES INC			
	GASCO INC	476		
	HAWAIIAN INDEPENDENT REFINERY INC	139,493		
	TOTAL	139,969	0.33	58.43

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
45.	REYNOLDS (RJ) INDUSTRIES, INC RJR FOODS, INC SEA-LAND SERVICE, INC	39,886 2,249 91,837 -----		
	TOTAL	133,972	0.32	59.75
46.	AMERICAN MOTORS CORP A M GENERAL CORP MERCURY PLASTICS CO	122,338 117 -----		
	TOTAL	122,455	0.29	59.04
47.	CONTROL DATA CORP SERVICE BUREAU CORP THE	121,640 50 -----		
	TOTAL	121,690	0.29	59.33
48.	GUAM OIL + REFINING CO INC	120,857	0.29	59.62
49.	GOODYEAR TIRE + RUBBER CO GOODYEAR AEROSPACE CORP MOTOR WHEEL CORP	38,807 83,190 5,437 -----		
	TOTAL	119,434	0.28	59.90
50.	GENERAL TIRE + RUBBER CO AEROJET GENERAL CORP CHEMICAL CONSTRUCTION CORP FRONTIER AIRLINES INC	147 116,125 144 23 -----		
	TOTAL	116,439	0.28	60.18
51.	E SYSTEMS, INC AIR ASIA CO LTD SERV AIR INC	113,918 563 894 -----		
	TOTAL	115,375	0.27	60.45
52.	KAISER INDUSTRIES CORP KAISER AEROSPACE + ELECTRONICS COR KAISER STEEL CORP MYERS DRUM CO NATIONAL STEEL + SHIPBUILDING CO d/	3,178 7,472 2,161 29 95,893 -----		
	TOTAL	108,733	0.26	60.71
53.	PAN AMERICAN WORLD AIRWAYS INC	107,486	0.26	60.97
54.	STANDARD OIL OF INDIANA AMOCO OIL CO AMOCO UNITED KINGDOM	106,990 349 -----		
	TOTAL	107,339	0.26	61.23
55.	JOHNS HOPKINS UNIVERSITY (N)	106,322	0.25	61.48
56.	AVCO CORP AVCO EVERETT RESEARCH LABORATORY	93,314 12,581 -----		
	TOTAL	105,815	0.25	61.73

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
57.	THIOLKOL CORP	105,709	0.25	61.98
58.	SIGNAL COMPANIES INC (THE)			
	AIRESEARCH AVIATION CO	33		
	AIRESEARCH MFG CO OF ARIZONA	209		
	AIRESEARCH MFG CO OF CALIFORNIA	120		
	DUNHAM BUSH INC	301		
	GARRETT CORP	96,592		
	MACK TRUCKS INC	599		
	PETROLEUM HEAT & POWER CO, INC	146		
	SOUTHLAND OIL CORP	5,416		
	TOTAL	103,424	0.25	62.23
59.	NORTH AMERICAN PHILIPS CORP	702		
	AMPEREX ELECTRONIC CORP	1,913		
	ANCHOR BRUSH CO INC	85		
	MAGNAVOX CO	96,109		
	NATIONAL COMPONENTS INDUSTRIES INC	39		
	NORTH AMERICAN PHILIPS CONTROLS CO	663		
	NORTH AMERICAN PHILIPS LTG CORP	153		
	OMMITE MFG CO	10		
	PHILIPS AUDIO VIDEO SYSTEMS CORP	2,873		
	PHILIPS BUSINESS SYSTEMS INC	12		
	PHILIPS ELECTRONIC INSTRUMENTS INC	33		
	PHILIPS MEDICAL SYSTEMS INC	312		
	PHILIPS ROXANE LABORATORIES INC	143		
	SMITH HERMAN M INC	73		
	TOTAL	103,120	0.25	62.48
60.	MASSACHUSETTS INSTITUTE TECHNOLOGY	101,050	0.24	62.72
61.	MERCULES, INC	93,371		
	WASKON, INC	49		
	WAVEG INDUSTRIES INC	179		
	TOTAL	93,599	0.22	62.94
62.	CHAMBERLAIN MFG CORP	93,594	0.22	63.16
63.	MOTOROLA INC	89,105		
	MOTOROLA OVERSEAS CORP	125		
	TOTAL	89,230	0.21	63.37
64.	HARRIS CORP	88,060		
	HARRIS COMPUTER SYSTEMS INC	12		
	HARRIS DATA COMMUNICATIONS INC	38		
	HARRIS SEMICONDUCTOR INC	167		
	TOTAL	88,277	0.21	63.58
65.	AUTOMATION INDUSTRIES, INC	87,840		
	AERO MECHANISM INC	64		
	G & M TECHNOLOGY, INC	117		
	TOTAL	88,021	0.21	63.79

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
66.	AEROSPACE CORP (N)	86,748	0.21	64.00
67.	SANDERS ASSOCIATES INC	86,550	0.21	64.21
68.	SANTA FE ENGINEERS INC	86,467	0.21	64.42
69.	KIDDE WALTER + CO INC	6,340		
	AMERICAN DESK MFG CO	42		
	COLUMBIAN BRONZE CORP	38		
	CRAIG SYSTEMS CORP	3,625		
	CRANE MCIST ENGR CORP	11		
	DE LAUREAL ENGINEERS INC	54		
	DURA CORP	77		
	FENWAL INTERNATIONAL CORP	584		
	FIREMASTER INC	13		
	GIPE ALBERT B + ASSOCIATES INC	21		
	GROVE MFG CO	165		
	THEUBER GREENVILLE CORP	2,147		
	THEURER INC	11		
	UNITED STATES LINES INC	69,244		
	TOTAL	82,376	0.20	64.62
70.	EASTMAN KODAK CO	81,830		
	EASTMAN KODAK STORES INC	76		
	TOTAL	81,106	0.19	64.81
71.	BETHLEHEM STEEL CORP	79,149	0.19	65.00
72.	TITAN GROUP INC			
	SOVERIGN CONSTRUCTION CO LTD OF NJ	76		
	STEWART MECHANICAL ENTERPRISES INC	2,341		
	T G I CONSTRUCTION CORP	5,818		
	TITAN ATLANTIC CONSTRUCTION CO	14,995		
	TITAN CENTRAL STATES CONST CORP	12,038		
	TITAN MIDWEST CONSTRUCTION CORP	7,364		
	TITAN MOUNTAIN STATES CONST CORP	357		
	TITAN PACIFIC CONSTRUCTION CO	26,543		
	TITAN SCOUTHEAST CONSTRUCTION CORP	3,474		
	TOTAL	73,010	0.17	65.17
73.	CUTLER-HAMMER, INC	70,809		
	CONTROL SWITCH, INC	64		
	TOTAL	70,873	0.17	65.34
74.	BRISCOE FRANK CO INC	70,442	0.17	65.51
75.	EMERSON ELECTRIC CO	67,773		
	ROSEMOUNT INC	2,152		
	TOTAL	69,930	0.17	65.68

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
76.	BEECH AIRCRAFT CORP DENVER BEECHCRAFT, INC	68,275 14 -----		
	TOTAL	68,289	0.16	65.84
77.	CHARLES STARK DRAPER LABS INC	67,641	0.16	66.00
78.	DAY + ZIMMERMAN INC	67,163	0.16	66.16
79.	ATLANTIC RICHFIELD CO WRIGHT OIL CO INC	66,814 91 -----		
	TOTAL	66,105	0.16	66.32
80.	GULF OIL CORP CARIBBEAN GULF OIL CO GULF OIL CHEMICALS CO GULF OIL TERMINAL CO GULF OIL TRADING CO GULF PETROLEUM SA PANAMA KOREA OIL CORP PITTSBURG MIDWAY COAL MINING CO	43,491 1,490 105 35 522 32 18,828 208 -----		
	TOTAL	64,711	0.15	66.47
81.	SVERDRUP + PARCEL + ASSOCS INC ARO INC	502 62,774 -----		
	TOTAL	63,276	0.15	66.62
82.	BLAKE CONSTRUCTION CO INC	62,253	0.15	66.77
83.	DUPONT E I DE NEMOURS + CO ENDO LABORATORIES, INC REMINGTON ARMS CO, INC	4,222 139 57,374 -----		
	TOTAL	61,735	0.15	66.92
84.	A T C, INC INTERSTATE ELECTRONICS CORP	5,407 55,202 -----		
	TOTAL	60,609	0.14	67.06
85.	COASTAL STATES GAS CORP COASTAL STATES MARKETING, INC GLEN PETROLEUM CORP LO-VACA GATHERING CO UNION PETROLEUM CORP	46,268 26 5,119 8,471 -----		
	TOTAL	59,884	0.14	67.20
86.	LEAR SIEGLER INC	58,565	0.14	67.34
87.	SUN CO INC AUDIO MAGNETICS CORP SUN SHIPBUILDING + DRY DOCK CO	52,690 13 4,625 -----		
	TOTAL	57,328	0.14	67.48

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
88.	BURROUGHS CORP	55,417	0.13	67.61
89.	PROCTOR + GAMBLE CO FOLGER COFFEE CO PROCTOR + GAMBLE DISTRIBUTING CO	6,543 47,784 -----		
	TOTAL	54,247	0.13	67.74
90.	ALGERNON BLAIR INC	54,219	0.13	67.87
91.	GOULD, INC CHESAPEAKE INSTRUMENT CORP	50,894 635 -----		
	TOTAL	50,729	0.12	67.99
92.	GENERAL FOODS CORP	50,474	0.12	68.11
93.	MITRE (TME) CORP (NI)	48,716	0.12	68.23
94.	TESORO PETROLEUM CORP TESORO ALASKAN PETROLEUM CORP	23,881 21,438 -----		
	TOTAL	45,319	0.11	68.34
95.	CITY INVESTING CO HAYES INTERNATIONAL CORP RHEEM MFG CO WELLS MARINE, INC	41,114 977 3,873 -----		
	TOTAL	45,164	0.11	68.45
96.	WEBB DEL E CORP	44,986	0.11	68.56
97.	HENLETT PACKARD CO DATAMEC CORP	44,474 12 -----		
	TOTAL	44,486	0.11	68.67
98.	COMPUTER SCIENCES CORP ENVIRONMENTAL RESEARCH CORP	44,325 12 -----		
	TOTAL	44,337	0.11	68.78
99.	SATURN AIRWAYS INC	42,584	0.10	68.88
100.	LORAL CORP CONIC CORP	36,481 5,883 -----		
	TOTAL	42,284	0.10	68.98

FOOTNOTES:

- a/ The data include debit and credit procurement actions of \$10,000 or more, world wide, under military supply, service and construction contracts.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

- b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U. S. Government agencies and financed with Department of Defense funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of 30 June 1976 and for purposes of this report company names have been retained unless specific knowledge was available that a company had been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.

- c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.

- d/ Stock ownership is equally divided between Morrison-Knudsen Co., Inc. and Kaiser Industries Corp.